LOGISTICS CIVIL AUGMENTATION PROGRAM
LOGCAP IV Pre-Proposal Conference
for
W52P1J-06-R-0072
August 29, 2006

PRESENTED BY:
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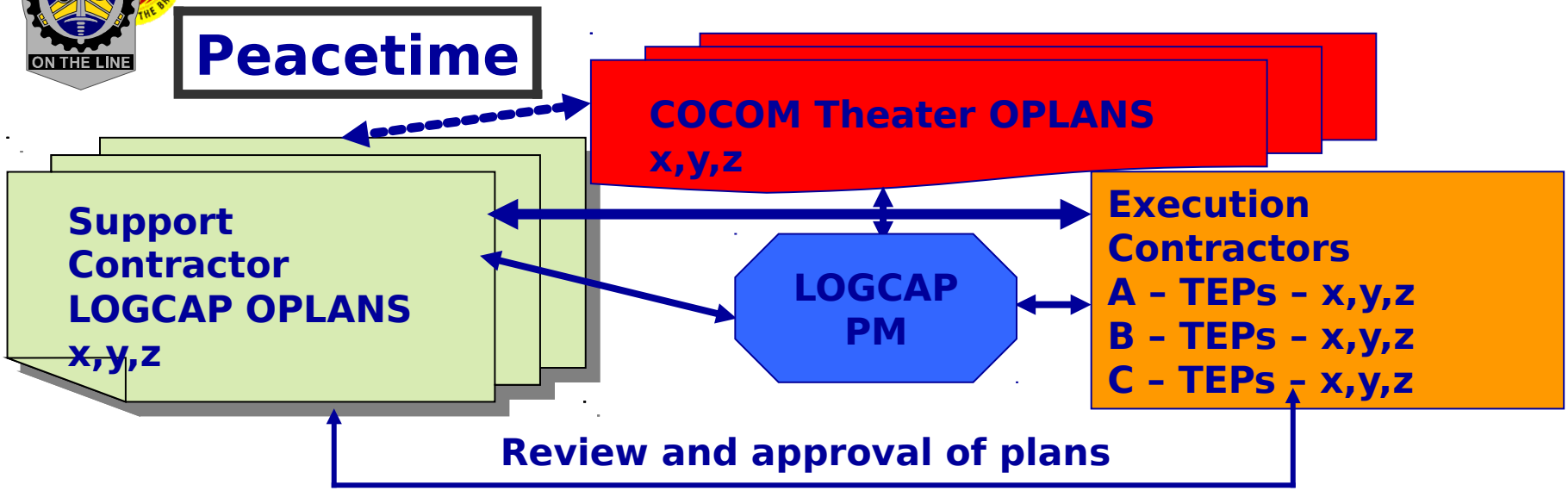
VALIANT DUHART

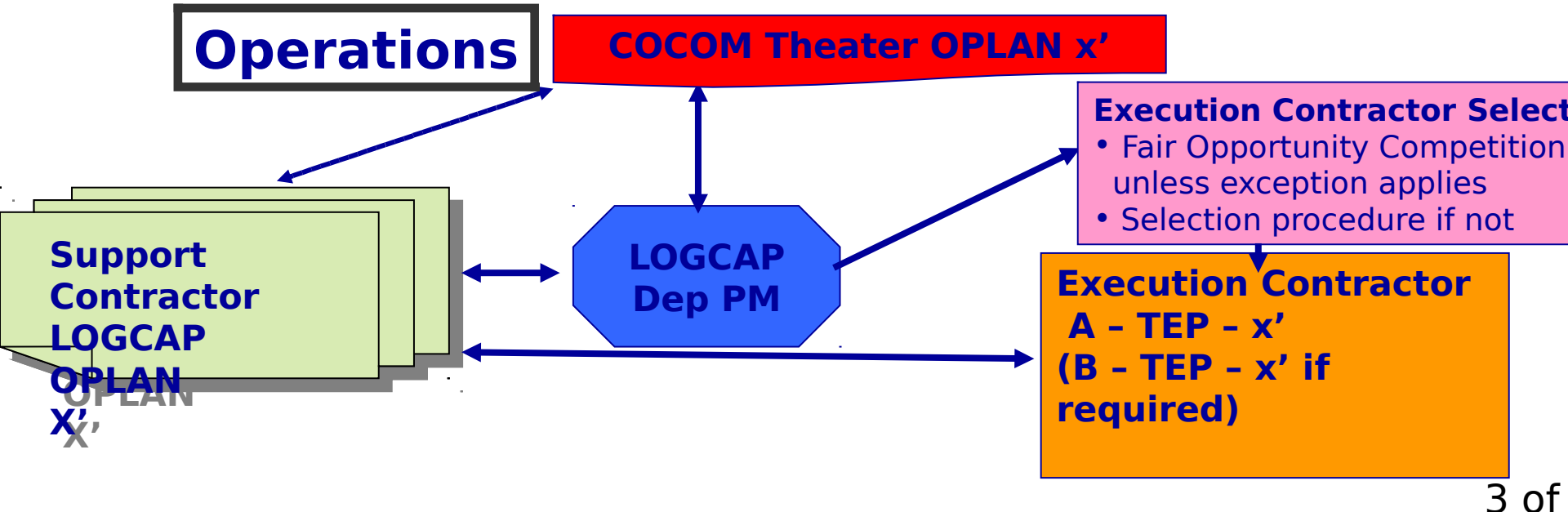
ASC – On The Line

AGENDA

- ✓ Opening Remarks/Introductions
- ✓ Administrative Remarks
- ✓ Program Overview
- ✓ Solicitation Highlights by Section
- ✓ Summary/Close

Concept of Operations





SOLICITATION HIGHLIGHTS BY SECTION

SF 33

- ✓ **Receipt of Proposal Due By: 12:00, 15 Sep 06**
- ✓ **Signature Authority – Authorized to Bind the Company**

Developing a Better Proposal

- **Use Your Executive Summary**
  - **To directly link to the evaluation factors**
  - **Highlight your strengths to meet critical evaluation factors**
  - **Summarize sound business rationale/judgment for selecting *your* proposal**

Developing a Better Proposal

- **Build the proposal in compliance with Section L but ensure that themes and supporting rationales are clearly linked to the Section M criteria**
  - **Make the evaluators' job of linking your proposed features and benefits to specific evaluation criteria as easy and painless as possible**
  - **Do not make evaluators hunt for the information … makes your proposal difficult to follow**

Developing a Better Proposal

- ✓ **Sec L factors/subfactors should match up with same areas in Sec M**
- ✓ **Focused, responsive, organized proposal – GOOD!**
- ✓ **Eliminate rambling, generalized PR**
- ✓ **DO NOT repeat PWS requirements as your approach**
- ✓ **DO say HOW you will do things**
- ✓ **Be the Evaluator – is the proposal easy to follow? All requirements addressed? What makes it special - Is it apparent?**

Developing a Better Proposal

- ✓ **DO NOT BURY THE IMPORTANT DISCRIMINATORS AND BENEFITS IN YOUR PROPOSAL**
- ✓ **CLEARLY HIGHLIGHT YOUR VALUE TO THE CUSTOMER**

Section A

- **Executive Summary**
  - **Provides synopsis of important and relevant features of the solicitation such as:**
    - **Facilities Clearance**
    - **Organizational Conflict of Interest (OCI)**
    - **May Award from Initial Offers Without Discussion**
    - **Use of Contractor to Assist in Administrative Support**

Section A

- **A-1: On-line Representation and Certifications Application (ORCA)**
  - **Must Register**
  - **Fill-In: Provide CAGE Code and DUNS Number**
- **A-3: Business Integrity and Organizational Conflict of Interest – See also Section H, clause H-4**

Section B

- ✓ All requirements issued by individual task order
- ✓ CLIN Structure
  - ➢ CLIN Numbering System
    - Base year begins with zero
      - ★ (i.e., 0001 through 0010)
    - Consecutive for each option year
      - ★ (i.e., 1001, 2001, and 3001)
  - ➢ CLIN Structure for Proposal
  - ➢ Full CLIN structure for contract will be at award

Section B

- **For purpose of the solicitation submit prices in two parts:**
  - **CLIN 0001 Program Office (FFP) and all Option Years**
  - **Section L Format Instructions, propose for CLINS 0002 thru 0009 in accordance with Attachment 6 Scenario PWS**
    - **Cost Formats A through G IAW FAR Table 15-2, Instructions for Submission of a Contract Pricing Proposal**
    - **Traceable to the CLIN structure provided in Section B of the solicitation and to the task level in Attachment 006 Scenario**

Section C

- **Scope**
  - **Maximize resources and expertise of support contractor**
  - **Provide management analysis and support on a global basis**
  - **Support DoD, Federal Government Inter-Agencies, NGO, Coalition Forces when approved by DA**

Section C

- **Contractor Requirements**
  - **Support Contractor Will:**
    - **Staff a full time Program Management Office**
    - **Provide Program Support to Director LOGCAP**
    - **Provide Logistics SME Support to LOD**
    - **Provide LNO support to selected COCOM/ASCC staffs**
    - **Support Deployed Deputy Program Directors with staffing**
    - **Maintain the World-wide Management and Staffing Plan**
    - **Participate in LOGCAP related COCOM/ASCC exercises**
    - **Document new and maintain current COCOM/ASCC LOGCAP Deliberate Plans**
    - **Participate in LOGCAP related exercises as directed**
    - **Provide analysis of performance of contractor supply chain management**

Section C

- **EVMS:**
  - **Required in cost or incentive contracts valued at or greater than $20M**
  - **Solicitation requires contractor have compliant EVMS, or in process of becoming compliant**
  - **Intent is to use tailored EVMS, to exclude some processes, such as:**
    - **Format 3 with its references to schedule**
    - **Specifics will be part of task order requirements**

Section C

- Transition:
- Support Contractor will be transitioning with three incumbent contractors
  - KBRS – Plans
  - LMIT – Program Director, Deputy Program Director, and LOGCAP Operations Directorate Support
  - SERCO, Inc – Program Director and Deputy Program Director Support, PWS Support

Section D

- **Marking of Government Property**
  - **Contractor Acquired Property under LOGCAP/ U.S. Government**
- **Task order requirement may have additional marking requirements**

Section E

- ✓ **Task order requirement may have additional inspection provisions**

Section F

- ✓ **Task order requirement may have additional performance requirements**

Section H Special Provisions

- ✓ Government Furnished Property
- ✓ Material Inspection and Receiving Reports (DD 250)
- ✓ Accounting for Personnel
- ✓ Business Integrity and Organizational Conflict of Interest
- ✓ Special Provisions for Peacetime Contracts
- ✓ Management
- ✓ Risk Assessment and Mitigation
- ✓ Central Processing and Departure Point
- ✓ Standard Identification Cards
- ✓ Medical
- ✓ Vehicle and Equipment Operation
- ✓ Reception, Staging, Onward Movement and Integration
- ✓ Living Under Field Conditions
- ✓ Morale, Welfare, Recreation
- ✓ Status of Forces Agreement
- ✓ Pay
- ✓ Tour of Duty/Hours of Work
- ✓ On-Call Duty or Extended Hours
- ✓ Worker's Compensation Insurance
- ✓ Return Procedures
- ✓ Legal
- ✓ Personnel Recovery Training
- ✓ Contractor Manpower Reporting Requirements
- ✓ Key Personnel
- ✓ Award Fee

Section H Special Provisions - Continued

- ✓ Hiring Practices
- ✓ Required Reports
- ✓ Accounting for Personnel
- ✓ Passports, Visas and Customs
- ✓ Contractor Verification System
- ✓ Option to Extend the Term of the Contract

Organizational Conflict of Interest

- **Clause H-4, Business Integrity and Organizational Conflict of Interest**
  - **Planning/Support contractor PROHIBITED from submitting an offer under W52P1J-06-R-0049**
  - **Prohibited from proposing on, or performing under any of the LOGCAP IV contracts (resulting from solicitation W52P1J-06-R-0049) as a LOGCAP IV prime contractor, subsidiary, subcontractor – at any tier, vendor, supplier, Joint Venture and/or in any other business capacity that might result in an OCI.**
  - **Must enter into agreement with LOGCAP IV contractors to ensure proper access to, and protection of, the LOGCAP IV contractors proprietary data and to establish working relationships in meeting planning and CS/CSS support needs.**

Legal

- **Clause H-21, Public Law 106-523, Military Extraterritorial Jurisdiction Act (MEJA) of 2000**
  - **Requires contractor and all subcontractors at any tier to provide notification to all employees (last paragraph of clause)**
  - **Obtain written acknowledgement from employees**
  - **Report compliance to contracting officer**
  - **Comply wit DoD Instruction 5525.11**

Personnel Recovery Training

- **Clause H-22: Required for contractor and all subcontractors at any tier to certify compliance with all Personnel Recovery (PR) requirements for all its U.S. National employees**
  - **Training required annually**
  - **Certification required regardless of deployment status**
  - **Contractor's PR Training Program must be certified by PR Program Director (AMSAS-SR), fully operational and compliant with DoD Standard (DoDD 2310.2) NLT 30 days after award**

Award Fee Clause

- **H-25: Award Fee**
  - **No minimum percentages for either base or award fee**
  - **Max will be 10% combined; max for base is 3%**
  - **Award Fee Factors**
    - **Management, Technical Execution, Program Implementation, Liaison/Integrator**
- **Some Cost Elements Excluded from Fee Base:**
  - **Facilities Capital Cost of Money**
  - **Value Added Tax**
  - **Incentive Pay above Applicable Department of State Guidelines**

Contractor Verification System (CVS)

- ✓ **Eligible contractors who require local access to information management systems will be required to use CVS**
- ✓ **On-line process via Internet Service Provider**
- ✓ **Automates current DD Form 1172-2 process**

DFARS 252.225-7040

- **I-168: Contractor Personnel Supporting A Force Deployed Outside The United States (June 2006)**
  - **Includes discussion on areas such as:**
    - **Compliance with laws and regulations**
    - **Pre-deployment requirements**
    - **Contractor personnel**
    - **Military clothing and equipment**
    - **Weapons**
    - **Evacuation**
    - **Mortuary affairs**

DFARS 252.219-7012

- I-173: DOD Mentor-Protégé Program
  - Utilization is encouraged.
  - Details:
    - http://www.acq.osd.mil/sadbu/mentor_protege
    - DFARS Appendix I
    - DFARS Subpart 219.71, Pilot Mentor-Protégé Program

Section J
Attachments Overview

- ✓ **Ten Attachments**
  - **001 Contract Data Requirements Lists (CDRLS)**
  - **002 PRAG Form 1 and PRAG Form 2**
  - **003 PRAG Form 003 – Questionnaire**
  - **004 ASC Small Business Subcontracting Report**
  - **005 Section L Cost Formats**
  - **006 Section L Scenario**

Section J
Attachments Overview

- ✓ **Ten Attachments - Continued**
  - ➢ **007 Sample WSMP (Table of Contents)**
    - **Copy of WSMP on LOGCAP IV Acquisition website http://www.afsc.army.mil/ac/aais/ioc/industryday/index.htm**
    - **Contingency Contracting/LOGCAP**
      - ★ **Logistics Civil Augmentation Program (LOGCAP) Documents**
  - ➢ **008 COCOM ASCC Plan (Table of Contents) Sample**
  - ➢ **009 Client Authorization Letters**
  - ➢ **010 Sec Army Memo on Contractor Manpower Reporting**

Section K

- ✓ **Complete all entries/fill-ins**
- ✓ **CCR Registration**
  - ➢ **If new entity, must be registered**

Section L of Solicitation
What You Need To Submit

- ✓ **SUBMIT ONLY ONE PROPOSAL**
  - **Financial Capability** **28 Aug 06**

- ✓ **PROPOSAL DUE** **15 Sep 06**
  - **Volume I, Introductory Folder** **15 Sep 06**
  - **Volume II, Technical/Management** **15 Sep 06**
  - ***Volume III, Past Performance*** ***31 Aug 06***
  - **Volume IV, Cost/Price** **15 Sep 06**

Small Business (SB) Utilization and Subcontracting Plan

- **Two distinct requirements:**
  - **IAW DFARS 15.304, proposed SB Utilization plan and percentages evaluated in source selection.**
  - **IAW FAR 52.219-9 SB Subcontracting Plan negotiated prior to award.**
- **Submit proposed SB Utilization Plan based on both CONUS/OCONUS, <u>total contract cost</u> and be evaluated against ability to achieve the following goals:**
  - **Small Business (SB) 26%**
  - **Small Disadvantaged Business 8.8%**
  - **Women Owned SB 4%**
  - **Historically Underutilized Business Zone 3%**
  - **Service Disabled Veteran Owned SB 3%**

Electronic Award Notice

- **L-20: Fill-in for electronic mail address**

Evaluation Factors for Award

- ✓ **Best Value**
- ✓ **One contract award**
- ✓ **Award may be made without discussions**
- ✓ **Award made only to responsible prospective contractors**
  - ➢ **Financial Capability**
- ✓ **Go-No Go Factors**
  - ➢ **Facility Clearance**
  - ➢ **Business Ethics Internal Control**
  - ➢ **Must meet these requirements**

DISCUSSIONS - AWARD

- ✓ **Award may be made without discussion**
- ✓ **The Government reserves the right to enter into discussions**
- ✓ **Only offerors in the competitive range will participate in discussions, if necessary**
- ✓ **The Government intends to award one contract that provides the best value**

Solicitation Requirement Financial Capability

- ✓ **The contractor's financial condition, as represented in its data submitted in response to Section L of this RFP, demonstrates sufficient financial resources to meet contract requirements**

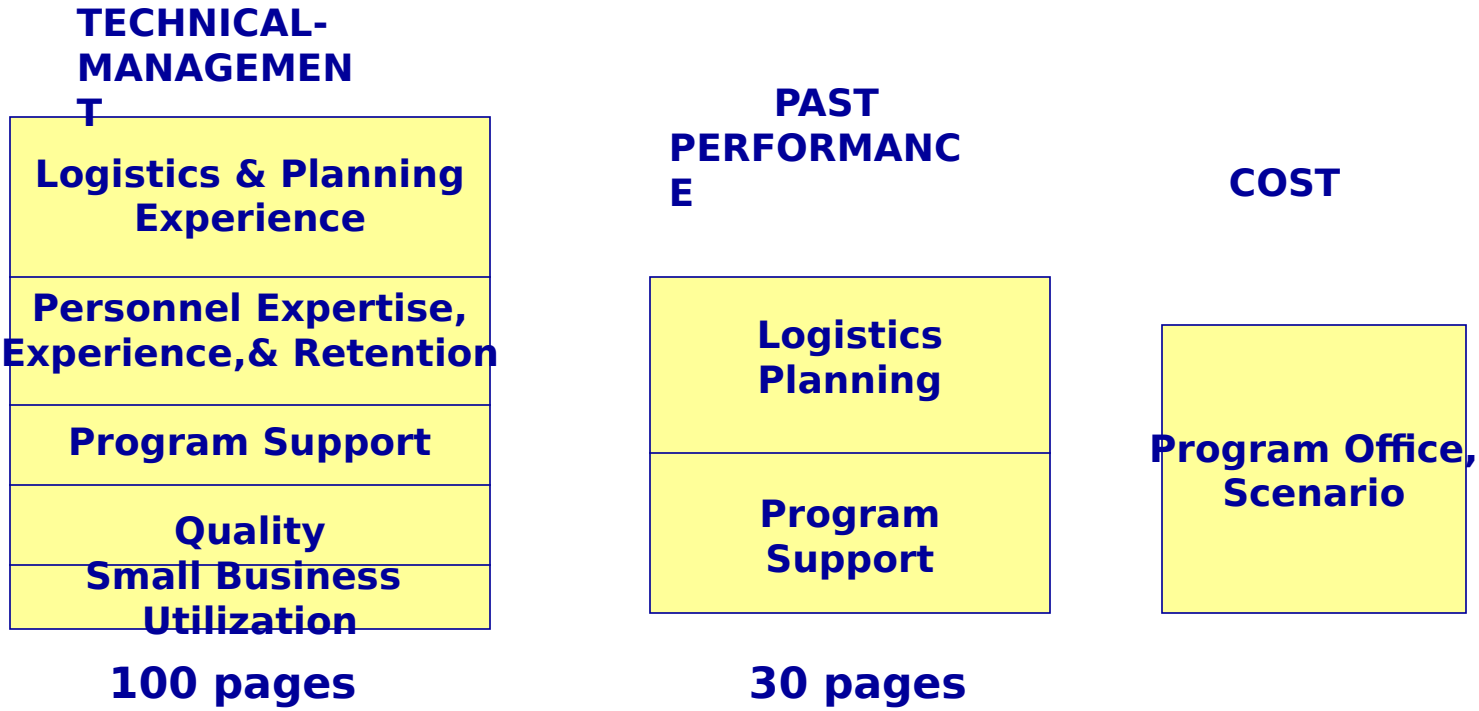
Business Ethics Internal Control

- The contractor's standards of conduct and business ethics internal controls to ensure they protect:
  - The integrity of the program
  - Future acquisitions
  - Information involved with any award under this solicitation
- Review will be on an acceptable/unacceptable basis

Facility Clearance

- ✓ **Offerors must be able to demonstrate the existence of a current U.S. facility clearance to the SECRET level IAW DoDD 5220.22, National Industrial Security Program Operating Manual**
- ✓ **SECRET clearance level applies to affiliates, team members and subcontractors if they will have access to classified data.**
- ✓ **Submit DD254 with supporting documents reflecting Offeror's clearance**
- ✓ **Link to Indusrial Security Program (NISP) Brochure:**
  http://www.dss.mil/isec/nispbrochure.pdf
- ✓ **Must have proper facility clearance on the due date of the solicitation, otherwise proposal may be rejected without further consideration**

Section M of Solicitation
Best Value Evaluation Factors



- ✓ **Technical/Management is significantly more important than Past Performance, which is moderately important than Cost. Combined, non-cost factors are significantly more important than Cost. Under Technical/Management, the subfactors are in descending order of importance. Under Past Performance, the subfactors are of equal weight.**

TECHNICAL-MANAGEMENT

- **Logistics & Planning Experience Sub-factor**
  - **Offerors corporate experience and approach to meet logistics and planning requirements in Scenario**
- **Personnel Expertise, Experience, and Retention Sub-factor**
  - **The personnel expertise and experience in planning and program support, and plan to retain them**
- **Program Support, Integration, and Coordination Sub-factor**
  - **Offerors approach and expertise in program oversight, multi-function logistics, coordinating with other contractors in a program**

TECHNICAL-MANAGEMENT

- **Quality Sub-factor**
  - **Offerors approach to insure quality in meeting the schedule, performance, and cost requirements of the contract**
- **Small Business Participation Sub-factor**
  - **Plan to meet goals, realism of proposed goals**

PAST PERFORMANCE

- ✓ **Evaluate performance on similar contracts for: management oversight, meeting schedules, cost control, meeting Small Business goals, customer satisfaction**
- ✓ **Relevant contracts:**
  - **Similar size, scope, complexity**
  - **At least $10M; in last 3 years**
    - **at least one action in each of the following two areas:**
    - **(a) contingency support, or rapid deployment**
    - **(b) providing logistical support, or participation in military exercises**

COST/PRICE

- ✓ **Pricing Proposal for the minimum requirements under PWS 2.0 (Program management staffing). Documentation should include base year and all option years.**
- ✓ **Pricing for the Technical Scenario**
- ✓ **Scenario costs adjusted to most probable cost**
- ✓ **The percent of total proposal cost differences applied to scenario work, anticipated work, and contract maximum will be provided to SSA for trade-off analysis**

SUMMARY
&
QUESTIONS?